



Department of General Services
Procurement Division
707 Third Street, Second Floor
West Sacramento, California 95605

**MASTER RENTAL AGREEMENT
PROPRIETARY POSTAGE METERS
USER INSTRUCTIONS
(INCORPORATES CONTACT AMENDMENT AND SUPPLEMENT #3)**

CONTRACTOR:	HASLER, INC., NEOPOST, INC. PITNEY BOWES INC.
CONTRACT NUMBERS:	6-04-74-01; 6-04-74-02; 6-04-74-03
CONTRACT TERM:	MAY 1, 2004 THROUGH APRIL 30, 2008
SERVICE:	PROPRIETARY POSTAGE METERS (Statewide)
DISTRIBUTION CODE:	Electronic version of all documents associated with this MSA can be found on the DGS/PD Internet web page: http://www.pd.dgs.ca.gov/masters/default.htm

Any questions regarding this MSA shall be directed to the contract administrator:

Department of General Services
Procurement Division, Multiple Award Program
Theresa LeClaire, Contract Administrator
707 Third Street, 2nd Floor
West Sacramento, CA 95605
Phone #: (916) 375-4383
Fax #: (916) 375-4663
E-mail: theresa.leclaire@dgs.ca.gov

A handwritten signature in black ink, appearing to read "S Ellsworth", is written over a horizontal line.

Skip Ellsworth, Manager, Multiple Award Program

April 30, 2007
Date

MASTER RENTAL AGREEMENT PROPRIETARY POSTAGE METERS USER INSTRUCTIONS

INTRODUCTION

A) PURPOSE

This Master Rental Agreement (MRA) is designed to provide State and local agencies with rental of proprietary postage meters. A local government is defined as any city, county, city and county, district, or other local governmental body or corporation, including the California State Universities (CSU) and University of California (UC) systems, K-12 schools and community colleges empowered to expend public funds. While the State of California makes this MSA available to local government agencies, each local agency should make its own determination of whether using these competitively bid contracts is consistent with its procurement policies and regulations.

B) BENEFITS

- 1) Rental of proprietary postage meters are exempt if they are interfaced and intermembered with existing mailing equipment and there is only one authorized manufacturer's branch or qualified dealer representative providing services for a manufacturer in a specified geographical area. (Management Memo 03-10, Attachment D) No further justification is required for agencies.
- 2) This procurement established fair and reasonable prices for rental of postage meters based on historical price comparison.
- 3) Ability to rent a manufacturer's full range of postage meters.

C) ORDER PLACEMENT

Agencies may place an order at any time during the effective period of the contract. All contracts shall be effective May 1, 2004 through April 30, 2008. The State, at its sole option, may extend this contract on a year-to-year basis to one (1) additional year.

D) MAXIMUM ORDER LIMITS:

Master Rental Agreements for Postage Meter Rentals are limited to \$100,000 annually:

Splitting orders to avoid any monetary limitations is prohibited.

Do not circumvent normal procurement methods by splitting purchases into a series of delegated purchase orders (SAM 3572).

Splitting a project into small projects to avoid either fiscal or procedural controls is prohibited (SAM 4819.34).

E) REQUIRED MINIMUM QUOTES: None

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F) CONTACTS

CONTRACTOR

Hasler, Inc. MRA #6-04-74-01
19 Forest Pkwy.
P.O. Box 895
Shelton, CT 06484
Phone 800/446-6027, Fax 203/925-2446
Vendor #770127, FEIN #06-0798198

Pitney Bowes Inc. MRA #6-04-74-03
3775 N. Freeway Blvd., #100
Sacramento, CA 95834
Telephone: 916/565-4229, Fax: 916/924-0776
Vendor # 105495, FEIN #06-0495050

Neopost, Inc. MRA #6-04-74-02
30955 Huntwood Ave.
Hayward, CA 94544
Phone # 510/489-6800 Ext. 2235, Fax # 510/487-6704
Vendor #773509, FEIN #94-2388882

Or Neopost Branches:

Neopost Bay Branch serves the North and East Bay areas. This area includes Marin County to the North, and the entire East Bay (Alameda and Contra Costa Counties). The Bay Branch also covers the counties of San Francisco, San Mateo, Santa Clara and Monterey.

Neopost-Bay Branch
3400 Bridge Parkway, Suite 201
Redwood City, CA 94065
Phone #650/632-5300

Neopost Los Angeles Branch serves Los Angeles County, Ventura County, and most of San Bernardino County.

Neopost-Los Angeles Branch
790 E. Colorado Blvd., Suite 100
Pasadena, CA 91101
Phone #626/440-8272

Neopost South Coast Branch serves Orange and Riverside Counties.

Neopost-South Coast Branch
3621 South Harbor Blvd., Suite 135
Santa Ana, CA 92704-6950
Phone #714/438-0106

Neopost Sacramento Branch serves the following counties: Amador, Calaveras, Colusa, Sacramento, San Joaquin, Solano, Stanislaus, Sutter, Toulumne, Yolo and Yuba.

Neopost Sacramento Branch
11367 Trade Center Drive, Unit 120
Rancho Cordova, CA 95742
Phone #916/852-5785

Neopost San Diego Branch serves the following counties: Imperial, San Diego and a portion of Riverside.

Neopost San Diego Branch
6725 Mesa Ridge Road, Suite 104
San Diego, CA 92121
Phone #858/550-8890

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Or Neopost Authorized Dealers

Apple Valley Stationers
Attn: Ben Wasserman
18152 Highway 18
Apple Valley, CA 92307
Phone #760/242-3531, Fax #760/242-5576

North Valley Business Systems
Attn: Paul Taslim
2001 Market Street
Redding, CA 96001
Phone #530/242-1000, Fax #530/242-1009

JMP Enterprises
Attn: Madge Kodras
1450 Tollhouse Road, Suite 103
Clovis, CA 93611
Phone #559/298-6580, Fax #559/298-7640

ECCO Corporation
Attn: Lyle Wilson
625 Spice Island Drive
Sparks, NV 89431
Phone #775/331-5554, Fax 775/331-5556

STATE OF CALIFORNIA

Department of General Services
Procurement Division
Theresa LeClaire
707 3rd Street, 2nd Floor
West Sacramento, CA 95605
Phone 916-375-4383, Fax 916-375-4663

G) PAYMENT ADDRESS:

All invoices are to be remitted to:

Hasler, Inc.
19 Forest Pkwy.
P.O. Box 895
Shelton, CT 06484

Neopost, Inc.
P.O. Box 45800
San Francisco, CA 94145-0800

Pitney Bowes Inc.
3775 N. Freeway Blvd., #100
Sacramento, CA 95834

H) ORDERING GUIDELINES

1) NEW ORDERS

State agencies shall place orders against this contract by completing a Std. 65, Contract/Delegation Purchase Order. Local agencies may use their own purchase order document, however, it must include the same information required on the State's Std. 65.

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Refer to the following web site for the Standard 65, Purchasing Authority Purchase Order Form and instructions revised 07/20/03.

<http://www.documents.dgs.ca.gov/osp/pdf/std065.pdf>

Once an agency procurement official has obtained the proper departmental and/or agency approvals, complete the Std. 65, then mail or fax it directly to the contractor to complete the order.

2) MANDATORY ORDERING REQUIREMENT

Agencies are required to list the existing mailing equipment that the proprietary postage meter(s) will be intermembered or interfaced with on the Std. 65. Suppliers cannot accept an order that does not include this information.

3) DISTRIBUTION

Copies of the Std. 65 or other purchase order must be sent to:

Department of General Services
Procurement Division
707 3RD Street, 2nd Floor
West Sacramento, CA 95605

4) TERMINATION

Any State or local agency may terminate any order issued against this agreement upon 30 days notice. This does not affect the standard termination clause of the Master Services Agreement concerning failure to perform or upon mutual consent.

5) AMENDMENTS

Orders may be amended using a Standard 65, Purchasing Authority Purchase Order Form.

Copies of all amendments must be forwarded as stated above in #3) DISTRIBUTION.

6) AGENCY REPORTING REQUIREMENTS

Complete the Contractor Performance Report (see attached) when an agency encounters problems with any contractor on this MRA. Please send this report to the DGS contact listed in Section E.

7) DGS ADMINISTRATIVE FEE

The DGS charges the ordering department of this MSA an administrative fee. The fee is a specified percentage of contracted services. The administrative fee as of the date of this document is **2.24%** of the total order amount. The current fee schedule located at;

<http://www.ofs.dgs.ca.gov/Price+Book/P/Purchasing.htm>. The fee is not included in the contractor's hourly rates for this MSA. The Multiple Award Program Section (MAPS) will bill the agency directly for the administrative fee.

I. PRICE LISTS

All cost tables list the net price to state and local agencies. All discounts have been applied. **See Attachment A**

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**MASTER RENTAL AGREEMENT
CONTRACT PERFORMANCE REPORT**

GENERAL INFORMATION:

Date: _____ Order Number: _____

Dept. and Agency Name: _____

Contact Person: _____ Telephone # _____

Contractor Name: _____

Contact Person: _____ Telephone # _____

Description Of Items/Services Ordered: _____

ISSUE:

Was it resolved to your satisfaction? Yes _____ No _____

Provide a brief explanation of what happened: _____

What actions have been taken? _____

What actions, if any, are you requesting to be taken? _____

WCSA Product and Price Catalog

Postage Meter Rental

Hasler DGS MRA #6-04-70-01
Amendment #2
Attachment A

Group	Mailing Machine Model	Meter Model Number	Cost/Month Year 1	Special Monthly WCSA Rental Price
B	WJ65	TN156	\$0.00 - First Year	\$25.00
C	WJ65	TN156	\$0.00 - First Year	\$25.00
-	WJ95	TN156	\$0.00 - First Year	\$30.00
-	WJ110SYS	TN156	\$0.00 - First Year	\$35.00
D	WJ150SYSA	TR266	\$0.00 - First Year	\$45.00
E	WJ150SYSA	TR266	\$0.00 - First Year	\$45.00
F	WJ185SYSA	TR266	\$0.00 - First Year	\$55.00
G	WJ220SYSM	TR266	\$0.00 - First Year	\$60.00
-	WJ250SYSM	TR266	\$0.00 - First Year	\$65.00
On Line Services	Mailing Machine Model	Meter Model Number	Cost/Month Year 1	Special Monthly WCSA Rental Rate
	WJ150SYSA	TP266	\$0.00 - First Year	\$75.00
	WJ150SYSA	TPE266	\$0.00 - First Year	\$90.00
	WJ150SYSA	TM266	\$0.00 - First Year	\$75.00
	WJ150SYSA	TME266	\$0.00 - First Year	\$90.00
	WJ150SYSA	TPM266	\$0.00 - First Year	\$95.00
	WJ150SYSA	TPME266	\$0.00 - First Year	\$110.00
	WJ150SYSA	TE266	\$0.00 - First Year	\$60.00
	WJ185SYSA	TP266	\$0.00 - First Year	\$80.00
	WJ185SYSA	TPE266	\$0.00 - First Year	\$100.00
	WJ185SYSA	TM266	\$0.00 - First Year	\$85.00
	WJ185SYSA	TME266	\$0.00 - First Year	\$100.00
	WJ185SYSA	TPM266	\$0.00 - First Year	\$105.00
	WJ185SYSA	TPME266	\$0.00 - First Year	\$120.00
	WJ185SYSA	TE266	\$0.00 - First Year	\$70.00
	WJ220SYSM	TP266	\$0.00 - First Year	\$90.00
	WJ220SYSM	TPE266	\$0.00 - First Year	\$105.00
	WJ220SYSM	TM266	\$0.00 - First Year	\$90.00
	WJ220SYSM	TME266	\$0.00 - First Year	\$105.00
	WJ220SYSM	TPM266	\$0.00 - First Year	\$110.00
	WJ220SYSM	TPME266	\$0.00 - First Year	\$125.00
	WJ220SYSM	TE266	\$0.00 - First Year	\$75.00
	WJ250SYSM	TP266	\$0.00 - First Year	\$95.00
	WJ250SYSM	TPE266	\$0.00 - First Year	\$110.00
	WJ250SYSM	TM266	\$0.00 - First Year	\$95.00
	WJ250SYSM	TME266	\$0.00 - First Year	\$110.00
	WJ250SYSM	TPM266	\$0.00 - First Year	\$115.00
	WJ250SYSM	TPME266	\$0.00 - First Year	\$130.00
	WJ250SYSM	TE266	\$0.00 - First Year	\$80.00
	WJPRO	TR265	\$0.00 - First Year	\$110.00
Stand Alone Meter	Mailing Machine Model	Meter Model Number	Cost/Month Year 1	Special Monthly WCSA Rental Price
	WJ20BM	T141	\$19.00	\$15.58

Meter and Register Price List

		Monthly Rental	Monthly Rental	Notes		
		A Resets Not Incl	AI Resets Incl	Description	Holds	Prints to
IJ25 Series Digital, IBIP Meters						
	IJ25A	\$15.95	\$18.95	D-USPS	99,999.99	99.99
SM22/SM26 Series Digital Meters*						
	SM26A	\$22.00	\$30.00	D-USPS	99,999.99	99.999
	SM22ADVA	\$42.00	\$50.00	D-USPS	99,999.99	99.999
IJ-35 Series IBI Digital Meter*						
	IJ35A	\$25.00	\$30.00	D-USPS	99,999.99	99.999
IJ-40 Series IBI Digital Meter*						
	IJ40A	\$37.00	\$39.00	D-USPS	99,999.99	99.999
IJ-45 Series IBI Digital Meter*						
	IJ45A	\$33.00	\$38.00	D-USPS	99,999.99	99.999
IJ-50 Series IBI Digital Meter*						
	IJ50A	\$39.00	\$44.00	D-USPS	99,999.99	99.999
	IJ50XAI - Expanded Departments		\$49.00	D-USPS	99,999.99	99.999
IJ-60 Series IBI Digital Meter*						
	IJ60A	\$44.00	\$52.00	D-USPS	99,999.99	99.999
	IJ60XAI - Expanded Departments		\$57.00	D-USPS	99,999.99	99.999
IJ-65 Series IBI Digital Meter*						
	IJ65DA	\$65.00	\$70.00	D-USPS	99,999.99	99.999
IJ-70 Series IBI Digital Meter*						
	IJ70BA	\$65.00	\$71.00	D-USPS	99,999.99	99.999
IJ-75 Series IBI Digital Meter*						
	IJ75BA	\$75.00	\$80.00	D-USPS	99,999.99	99.999
IJ-80 Series IBI Digital Meter*						
	IJ80BA, CAI	\$80.00	\$93.00	D-USPS	99,999.99	99.999
IJ-85 Series IBI Digital Meter*						
	IJ85BA	\$75.00	\$80.00	D-USPS	99,999.99	99.999
IJ-90 Series IBI Digital Meter*						
	IJ90BA, CAI	\$90.00	\$95.00	D-USPS	99,999.99	99.999
IJ-105 Series Digital Meter*						
	IJ105A	\$80.00	\$85.00	D-USPS	99,999.99	99.999
IJ-110 Series Digital Meter*						
	IJ110BA, CAI	\$100.00	\$105.00	D-USPS	99,999.99	99.999
IJ-15K Series Digital Meter*						
	IJ15KA	\$90.00	\$95.00	D-USPS	99,999.99	99.999

Online Services for IJ70/80/90/110			eConfirmation Edition (SP30)
	Monthly Subscription		\$15.00

neoFunds Account Plans		Advantage
	All IJ Meters / Monthly Fee	\$19.99

Rules:

Purchase: Meter can be locked at Mid-Rate for up-to 3 years if prepaid in advance

Neopost Lease: Meter can be locked at Min-Rate for total duration of lease

* The SM26, IJ25, 964X, IJ35, IJ45, IJ65, IJ75 and IJ85 meters are variable reset meters. The SM26A/AI meter works on the SM26and SM22 bases

The maximum reset per day is \$999.99 for IJ25A, \$3,000 for the SM26A and \$5,000 for 964X meters (no-deposit POC only).

Please note on the paperwork if the customer wishes to set a lower maximum reset limit.

NOTES:

Postage-On-Call Reset Fees

All meters except IJ25:

IJ25 Reset Fees:

Wire Transfers:

Emergency Advances:

Insufficient Funds:

(Bounced Checks)

ACH Transfers

To change a P.O.C. customer's fixed reset amount, there will be a \$135 fee (non-commissionable).

(1) All-inclusive rates include unlimited resets at no additional charge. To bundle an All-inclusive meter in a lease use the mid-all-inclusive rate

(2) Maximum post office or P.O.C. setting is \$999.00 at one time for 9212 series.

(3) Postage Meters, excluding the IJ25 are shipped free of charge, shipping and handling charges do not apply to those meters

Measured TRI-RATE Break Points

SM22/26, IJ25/40		
Monthly Postage Usage		Monthly Postage Usage
Min:	\$ 00-114.99	\$ 00-439.99
Mid:	\$ 115.00-449.99	\$ 440.00-1,799.99
Max:	\$ 450.00+	\$ 1,800.00+

State of California Postage Meter and Postal Security Device Pricing
Effective May 1, 2007

			MONTHLY RENTAL RATE	QUARTERLY RENTAL RATE	ANNUAL RENTAL RATE	MONTHLY LEASE RATE	QUARTERLY LEASE RATE	ANNUAL LEASE RATE
Stand-Alone Meters	Model	Description						
	B700	Stand-Alone Digital Postage-by-Phone Meter	28.80	86.40	345.60	24.60	73.80	295.20
	B705	Stand-Alone Electronic Meter - OMRS	35.90	107.70	430.80	35.90	107.70	430.80
	6900/6909	Stand-Alone Electronic Postage-by-Phone Meter	28.10	84.30	337.20	33.30	99.90	399.60
System Meters	6500	EPM - Postage-by-Phone Meter	62.90	188.70	754.80	68.40	205.20	820.80
	6502	Official Mail Version of 6501/6502	62.90	188.70	754.80	68.40	205.20	820.80
	6505	Electronic Variable Reset - OMRS	73.30	219.90	879.60	0.00	0.00	0.00
	A900	Electronic Postage Meter	63.00	189.00	756.00	68.50	205.50	822.00
	A905	Electronic Variable Reset - OMRS	73.30	219.90	879.60	73.30	219.90	879.60
	B900	Electronic Postage-by-Phone Meter	63.00	189.00	756.00	68.50	205.50	822.00
Paragon Meters	E100	Electronic Postage-by-Phone Meter - Paragon	82.45	247.35	989.40	68.55	205.65	822.60
	E102	Paragon Meter - Manual Reset	0.00	0.00	0.00	0.00	0.00	0.00
	E105	Paragon Meter - OMRS	94.80	284.40		94.80	284.40	1,137.60
Galaxy Meters	E300/E301	Galaxy Meter	69.25	207.75	831.00	69.25	207.75	831.00
	E306	Galaxy Meter - OMRS	95.75	287.25	1,149.00	0.00	0.00	0.00
Mailstation	K700	MailStation Meter (Requires K7SS but no confirmation services are available)	19.95	59.85	239.40	19.95	59.85	239.40
	K705	MailStation Meter - OMRS version	19.95	59.85	239.40	19.95	59.85	239.40
DM100	P700	DM100 Postal Security Device	25.00	75.00	300.00	25.00	75.00	300.00
	P705	DM100 Postal Security Device - OMRS version	25.00	75.00	300.00	25.00	75.00	300.00
	P700	DM100 Postal Security Device PBP+	32.00	96.00	384.00	32.00	96.00	384.00
DM200L	P7L1	DM200L Postal Security Device	45.00	135.00	540.00	45.00	135.00	540.00
	P7L5	DM200L Postal Security Device - OMRS version	45.00	135.00	540.00	45.00	135.00	540.00
	P7L1	DM200L Postal Security Device PBP+	52.00	156.00	624.00	52.00	156.00	624.00
DM300L - DM400L	1P00	DM300L & DM400L Postal Security Device	45.00	135.00	540.00	45.00	135.00	540.00
	1P05	DM300L & DM400L Postal Security Device - OMRS version	45.00	135.00	540.00	45.00	135.00	540.00
	1P00	DM300L & DM400L Postal Security Device PBP+	52.00	156.00	624.00	52.00	156.00	624.00
DM300C - DM400C	G900	Intellilink Interface /PSD FOR DM300C/DM400C	45.00	135.00	540.00	45.00	135.00	540.00
	G905	Govt OMRS - Intellilink interface /PSD for DM300C/DM400C	45.00	135.00	540.00	45.00	135.00	540.00
DM500-DM1000	1A00/1M00	DM500 - DM1000 Postal Security Device	64.00	192.00	768.00	64.00	192.00	768.00
	1A05/1M05	DM500 - DM1000 Postal Security Device - OMRS version	64.00	192.00	768.00	64.00	192.00	768.00
	1A00/1M00	DM500 - DM1000 Postal Security Device PBP+	79.00	237.00	948.00	79.00	237.00	948.00
	1A0T	DM Infinity Meter for use with DMT products (Use 1D04 UIC)	64.00	192.00	768.00	64.00	192.00	768.00
CONFIRMATION SERVICES								
	G9SS	G900 Subscription Based Service	7.00	21.00	84.00	7.00	21.00	84.00
	7P00/7PL1	DM100-DM400 Series	7.00	21.00	84.00	7.00	21.00	84.00
	1D00	DM500-DM1000 Series	15.00	45.00	180.00	15.00	45.00	180.00